

To: Frank Wang[fwang@biomedomics.com]
From: Troy Hopps[troy_hopps@bd.com]
Sent: Mon 4/27/2020 1:56:43 PM (UTC-04:00)
Subject: RE: Distribution proposal for other regions
[Region volume estimates ex US for serology test.xlsx](#)

Frank, attached is the estimated volumes and pricing from our Region's outside the US. You will notice that on average, the Max selling pricing for the assay is around \$10.00. As we discussed, it would be very helpful if we could come to an agreement on the pricing as we are prepared to commit to 1.5M units a month for a year. If BD was able to go to \$6.00 and pay for all the shipping from China, do you think we could agree?

In addition to all of the other items listed below:

- BD would guarantee purchasing a minimum of 1.5M units/month for the next 12 months for distribution by BD entities outside the US (minimum purchase volumes after 12 months TBD)
- Initial term would be three years, renewable
- BD would have a non-exclusive marketing and distribution rights in these territories
- BD would be responsible for all regulatory registrations required to sell the product in each of the countries
- BD would be responsible for all clinical studies to support any registration requirements as well as evidence generation through local academic collaborators

BD is also supporting you with the EUA studies as well as working with MGH to help get the POC approval.

I will call you later today to discuss, as this might as well be a way to take advantage of the CE mark to ship to Western Europe immediately with your kits.

Thanks



Troy Hopps

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From: Frank Wang [mailto:fwang@biomedomics.com]
Sent: Wednesday, April 22, 2020 6:45 PM
To: Troy Hopps <troy_hopps@bd.com>; Dave Hickey <Dave_Hickey@bd.com>
Subject: Re: Distribution proposal for other regions

Dear Dave and Troy:

Thank you very much for your proposal for other regions.
As we discussed this morning with Troy, we need to agree on the price.

Since we already sold our tests at \$10-\$12 (per test) to other regions and there are significant material cost increases, Can we set at \$8.00 per test to other regions to BD?

As we discussed, I also talked with our company lawyer for the next step.

Thank you and talk to you later.

Frank Wang, Ph.D.
CEO



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From: Troy Hopps <troy_hopps@bd.com>
Date: Monday, April 20, 2020 at 1:07 PM
To: Frank Wang <fwang@biomedomics.com>
Cc: Dave Hickey <Dave_Hickey@bd.com>
Subject: Distribution proposal for other regions

Hi Frank, thanks for the call this morning to get an update on China export situation and discuss our proposal for distribution of your assay outside the US. Below are the highlights that we would like to incorporate into an additional term sheet:

- BD would guarantee purchasing a minimum of 1.5M units/month for the next 12 months for distribution by BD entities outside the US (minimum purchase volumes after 12 months TBD)
- Acquisition price/test would be \$5.00 (increased vs what we are paying in the US to help offset your current pricing in these markets)
- Initial term would be three years, renewable
- BD would have a non-exclusive marketing and distribution rights in these territories
- BD would be responsible for all regulatory registrations required to sell the product in each of the countries
- BD would be responsible for all clinical studies to support any registration requirements as well as evidence generation through local academic collaborators

Would be happy to set up another call this week to discuss and how we can move forward quickly based on your ramp up of your manufacturing.

Thanks

Troy



Troy Hopps

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Corporate Headquarters Mailing Address: BD (Becton, Dickinson and Company) 1 Becton Drive Franklin Lakes, NJ 07417 U.S.A.

Country WEU	Tests per Month		Price Range	
	Min	Max	Min	Max
Spain	100,000	400,000	\$ 10.00	\$ 12.50
Italy	80,000	400,000	\$ 9.50	\$ 11.50
France	80,000	100,000	\$ 8.00	\$ 11.50
Nordic	80,000	100,000	\$ 13.70	\$ 16.00
BNL	8,000	16,000	\$ 11.50	\$ 13.70
GSA	40,000	60,000	\$ 7.00	\$ 8.50
UK	200,000	400,000	\$ 8.50	\$ 12.00
Total	588,000	1,476,000	\$ 9.74	\$ 12.25

LA	300,000	500,000	\$ 8.00	\$ 10.00
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Canada		100,000	\$ 7.00	\$ 10.00
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Gr. China

CASAJ

Japan		100,000		\$ 30.00
ANZ	50000	100,000	\$ 10.00	\$ 15.00
Thailand		50,000	\$ 6.00	\$ 15.00
		250,000	\$ 8.00	\$ 20.00